

Message Text

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FM AMEMBASSY ISLAMABAD

TO AMCONSUL KARACHI

INFO AMCONSUL LAHORE

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E.O. 11652: N/A

TAGS : BDIS, PK,

SUBJECT : COMPLAINT BY INTERNATIONAL LIVESTOCK CATTLE

EXPORTERS, INC., OVER GOP LIVESTOCK BIDDING

OUTCOME

REFERENCE : CG KAR LTR (ROSSELOT) TO AMSTUTZ

BEGIN SUMMARY: PLEASE INFORM LOCAL REP OF INTERNATIONAL LIVESTOCK CATTLE EXPORTERS, INC., THAT A/DCM CALLED ON SENIOR AGMIN OFFICIAL ABOUT COMPANY S COMPLAINT. EXPLANATION RECEIVED WAS THAT THE BID OF THE AMERICAN COMPANY WAS ONLY THE FIFTH LOWEST, AND THAT WHILE THE BID OF THE WINNING AUSTRALIAN FIRM WAS HIGHER THAN THE US COMPANY, THE LATTER FIRM HAD BEEN SELECTED BY THE GOP REVIEWING COMMITTEE ON THE BASIS OF ITS ESTABLISHED EXCELLENT REPUTATION IN PAKISTAN. MINISTRY OFFICIAL DENIED ALLEGATION THAT AUSTRALIAN BID WAS LATE. END SUMMARY.

1. ON APRIL 21, A/DCM TOGETHER WITH SENIOR AGATT LOCAL CALLED ON AGRICULTURAL MINISTRY ADDITIONAL SECRETARY DR. YAQOOB BHATTI WHO IS IN CHARGE OF THE MINISTRY S LIVESTOCK DIVISION. A/DCM EXPLAINED THAT INTERNATIONAL CATTLE EXPORTS, INC., OF MERIDIAN, IDAHO, HAD COMPLAINED TO CG KARACHI ABOUT THE GOP S ALLEGED IMPROPER ACTION OF SELECTING AN AUSTRALIAN FIRM RATHER THAN THE IDAHO COMPANY TO DO A LIVESTOCK PROJECT FEASIBILITY STUDY IN MIANWALI DISTRICT. THE COMPLAINT HAD TWO PARTS: THAT THE AMERICAN

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COMPANY S BID WAS THE LOWEST OF ALL BIDDERS., AND THAT

THE AUSTRALIAN COMPANY S BID CAME AFTER THE SEPTEMBER 75 CLOSING DATE.

2. BHATTI ANSWERED THAT BOTH ALLEGATIONS WERE UNFOUNDED. HE SHOWED A/DCM THE RESULTS OF THE 18 BIDS RECEIVED (COM-PRISING PAK, AUSTRALIAN, GERMAN AND AMERICAN COMPANIES), AND INTERNATIONAL LIVESTOCK CATTLE EXPORTS BID WAS ONLY THE FIFTH LOWEST. SEVERAL PAKISTANI FIRMS AND ONE AUSTRALIAN FIRM HAD LOWER BIDS. THE FIRM FINALLY SELECTED, GUNN RURAL MANAGEMENT COMPANY OF AUSTRALIA, HAD SUBMITTED A HIGHER BID THAN THE IDAHO COMPANY BUT HAD BEEN SELECTED BY THE MINISTRY COMMITTEE ON THE BASIS OF ITS PREVIOUS EXCELLENT PERFORMANCE IN DOING A SIMILAR LIVESTOCK STUDY IN PAKISTAN AND ITS EXPERIENCE IN DOING SIMILAR PROJECTS IN SAUDI ARABIA AND IRAN. BHATTI STRESSED THAT THE GOP DID NOT FEEL BOUND TO TAKE THE LOWEST BID OFFERED, OTHERWISE THE ORDER WOULD HAVE GONE TO A PAKISTAN BIDDER.

3. AS FOR THE ALLEGATION THAT THE AUSTRALIAN FIRM HAD SUBMITTED A LATE BID, BHATTI SAID THIS WAS NOT CORRECT. THE GUNN BID HAD REACHED KARACHI BY THE BID DEADLINE DATE AND A CABLE TO THE MINISTRY HAD EXPLAINED THAT TRANSPORTATION DIFFICULTIES PREVENTED ITS REACHING ISLAMABAD THAT SAME DAY. THE COMMITTEE ACCEPTED THIS EXPLANATION AND THE BID WAS ADMITTED.

4. PLEASE INFORM THE AMERICAN COMPANY S LOCAL REP, BRIG. M.A. BAIG, OF HEGGE AND COMPANY, OF THE ABOVE. YOU MAY ALSO STATE THAT THE EMBASSY DOES NOT BELIEVE THERE ARE GROUNDS FOR FURTHER REPRESENTATIONS UNLESS MORE EVIDENCE IS FOUND REGARDING ALLEGED IMPROPER GOP CONDUCT. BYROADE

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